

All hours shown are Minimum Requirements.  
Course hours do NOT include Exams, Practical Exercises, or Range Qualification.  
Topics in plain text are suggestions only.  
**Bold text is mandated in the Regulations.**

## **ELECTRONIC SECURITY SALES SUBJECTS (39E)**

**4 Hours**

### **I. Duties and responsibilities**

- A. Introduction
- B. Skills and Requirements
- C. Role of the Electronic Security Sales Representative
- D. Ethics and Conduct
- E. Liability
- F. Professional Presentation
- G. Electronic Security System
  - 1. Functions and Limitations
  - 2. Options
  - 3. Monitoring Procedure
  - 4. Notification List
  - 5. Response
- H. Providing Instruction on Use and Testing of System

### **II. System design/components**

- A. Basic Electronics
- B. Basic Protection
- C. Power Requirements
- D. Documentation
- E. Control Panels
- F. Alarm Communications
- G. Motion Detection
- H. Perimeter Detection

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**III. False alarm prevention**

- A. Sales Process Causes of False Alarms
- B. Importance of Proper End User Instructions
- C. Sales False Alarm Prevention Techniques
- D. Local Ordinances

**IV. Written examination**